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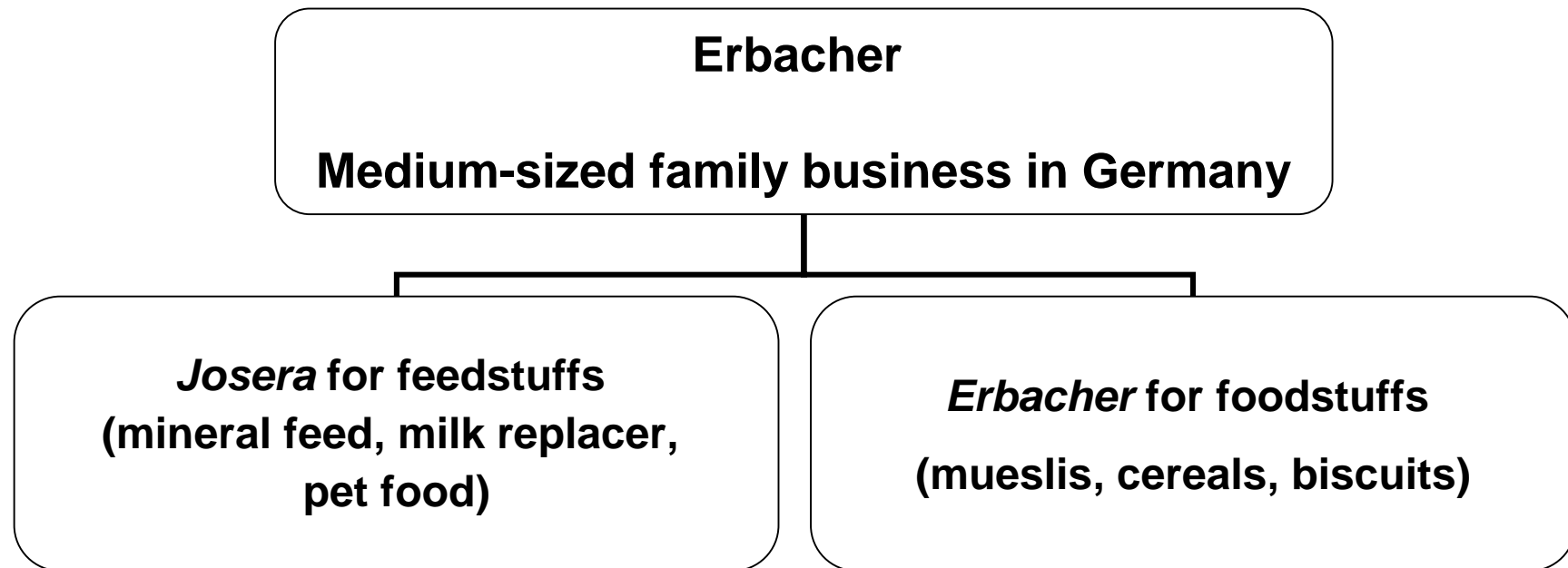
**Non-GMO Soy Summit**  
*Brussels, 28th June 2005*

**What do feed producers want from  
retailers and crushers?**

*Andreas Marquart*  
*Chief Purchaser*  
*Erbacher GmbH & Co KG, Germany*

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# Erbacher Company



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# Soybeans as feedstuffs

- Soybean meal as a by-product of oil processing for human or industrial needs
- Also full-fat soybeans, soy oil, soya flour, soybean concentrate, lecithins

# Home mixing feeding system

- Based on farmers' feedstuffs (grain, silage, pasture)
- + mineral feed
- + protein source: most common is soybean meal

# GMO and the feed industry

- Feed industry has a key position
- GMO soy is the standard

## → Why?

- Lower costs
- No risk of contamination
- No need for labelling animal products
- Risks of liability for non-GMO chain

# Erbacher and GMOs

- No GMOs in foodstuffs and petfood
- No GMOs in feed for farm animals

→ Why?

- Right to choose
- Trustworthy production
- No spearhead of multinational companies

## **GMO and the (home mixing) farmers**

- No real access to non-GMO soya
- No real choice to vote for non-GMO
- Mistrust against the cultivation of GM crops
- Dependence on supplier and buyer will increase

# Conclusions

- German farmers today have no real option for non-GMO
- Integrated poultry production can realize non-GMO more easily
- Cooperation necessary for independent animal production

Examples:

- **BEH** (bäuerliche Erzeugergemeinschaft Schwäbisch Hall, Germany)
- **tegut** (food retailer, Germany)

# Challenges of today

## The needs for purchasing?

- Availability of non-GMO for feed industry and farmers
- Acceptable prices
- Avoiding excessive costs in logistics
- Documentation of non-GMO quality (hard IP)
- Sustainable soy production
- Analytical methods
- No downgrading from non-GMO to GMO

# Challenges for today

## The needs for food business and retailers?

- No abuse of foodstuffs for price cutting
- Setting and appreciation of standards for the production chain
- Winning consumers for true-value products
- Motivating and rewarding farmers for producing within a non-GMO system

**Thank you very much for your time  
and your attention!**